

AMENDMENT TO THE DRAWINGS

Submitted herewith are drawings of record showing proposed changes in permanent red ink for approval by the Examiner. Specifically, Applicant has amended Figure 10 such that the amounts shown for "Close Deal Unit Cost Total" and "Dead Deals % of Sub-TC Total" correspond with the amounts shown in Figure 11. Additionally, Figures 10 and 11 have been amended such that the amount shown for "Total Costs Total" corresponds with the amount shown in the specification and in Figure 5. Furthermore, Figures 6 and 10 have been amended to show "Preferred Equity". Applicant respectfully requests approval of the indicated drawing changes. In anticipation of the Examiner's approval of the drawing changes, submitted herewith are replacement drawing sheets incorporating the requested changes. No new matter has been added.

ANNOTATED SHEET SHOWING CHANGES



6/12

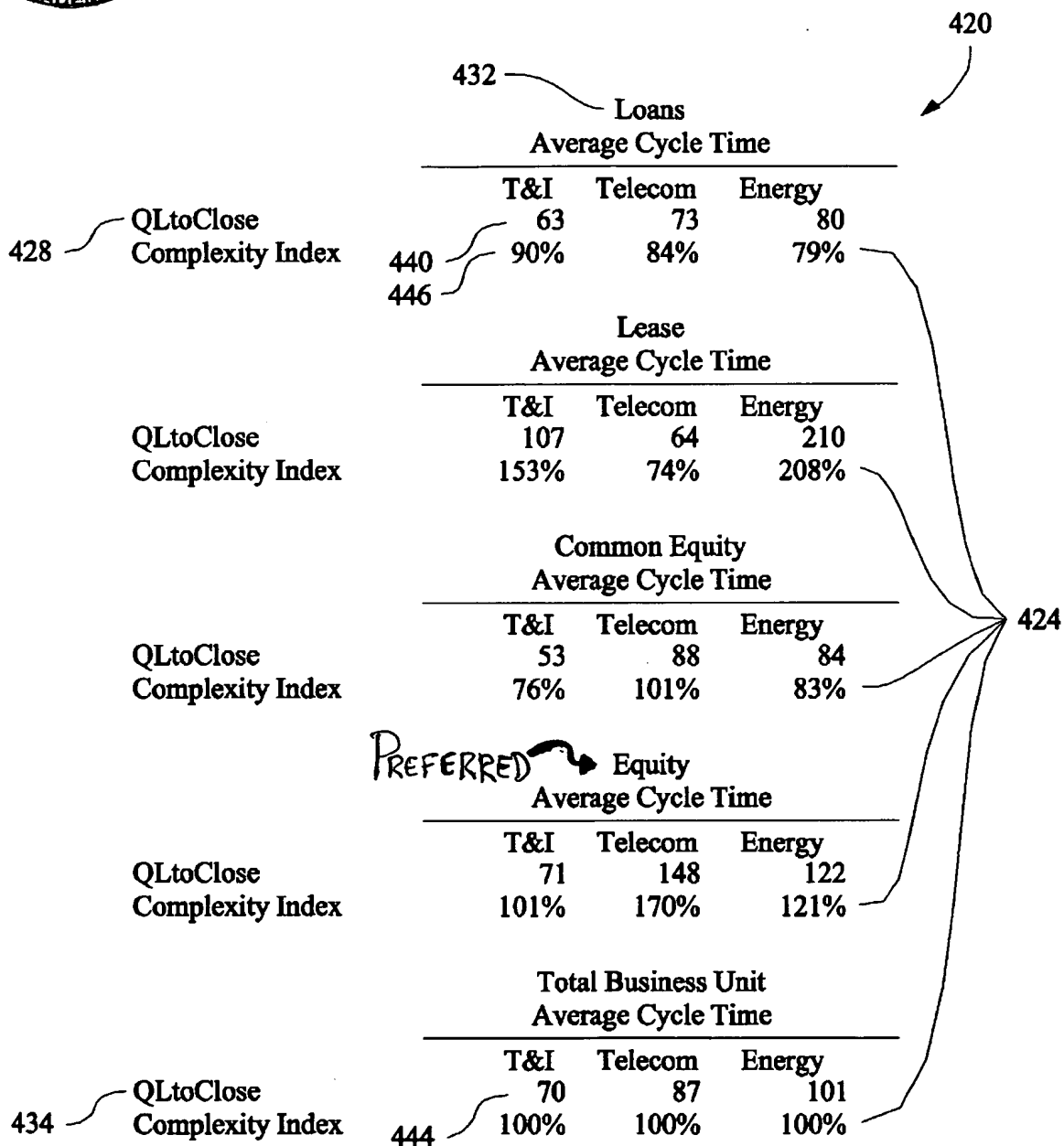
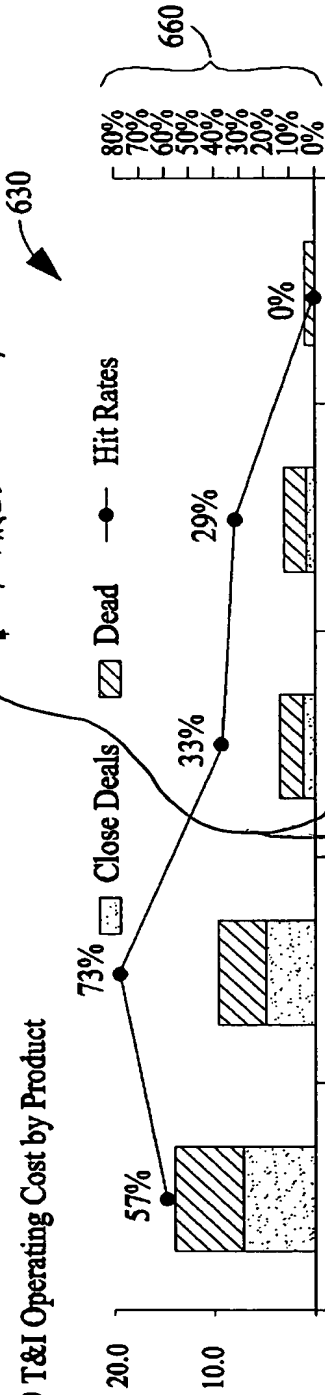


FIG. 6

ANNOTATED SHEET SHOWING CHANGES



1999 T&I Operating Cost by Product



	Loans	Leases	Common Equity	Multi-Products	Total
(\$ in MM)	634	636	640	642	632
Close Deal	\$ 6.9	\$ 4.4	\$ 0.5	\$ 0.4	\$ 12.1
Dead Deal Costs	7.0	4.5	1.6	1.3	15.0
Total Costs	\$ 13.9	\$ 9.0	\$ 2.2	\$ 1.7	\$ 27.2

Dead Deals % of Sub-TC

Hit Rate (DAM to Close)

Close Deal Unit Cost

TC per Close Deal

51%

57%

236,648

478,763

100%

0%

276,090

615,896

FIG. 10

ANNOTATED SHEET SHOWING CHANGES



1999 T&I Operating Cost for All Products by Process

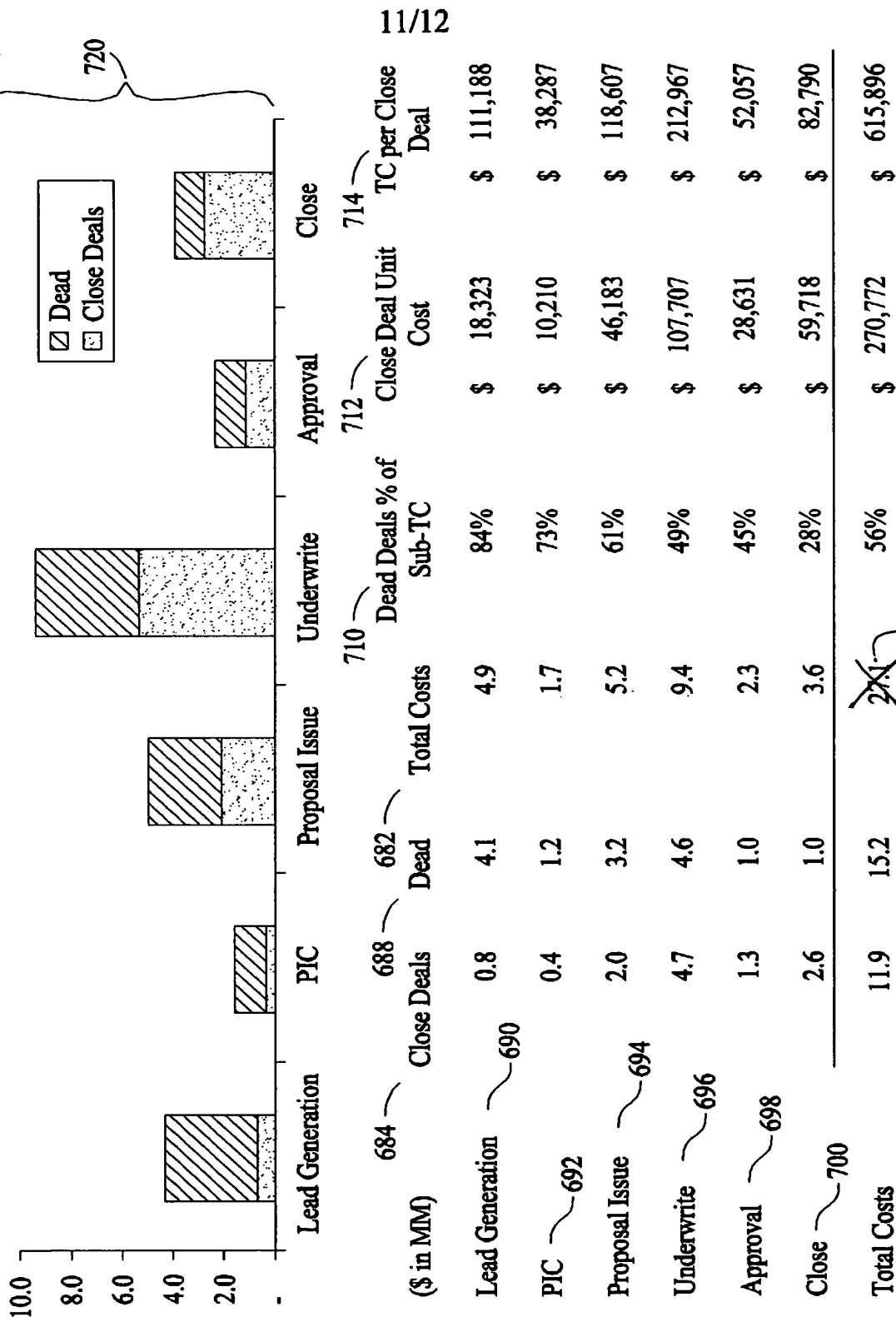


FIG. 11 27.2